Mark S. Wolff, CLU®

Sales Vice President
Highland Capital Brokerage–Northwest

1601 Fifth Avenue
Suite 1800
Seattle, WA 98101

Email: mwolff@highland.com
Phone: 925.325.3115

Mark S. Wolff serves as Sales Vice President for Highland Capital Brokerage–Northwest in Northern California and Northern Nevada. Mark is a 15-year plus veteran of the financial services industry. He began his career as a financial advisor and then spent 10 years at Hartford Life and Prudential as Regional Sales Vice President. In these positions, Mark collaborated with advisory teams at the nation's largest banks, Wall Street firms, and insurance agencies, to develop insurance strategies with the goal of enhancing financial plans in the protection and creation of income and wealth.

Mark prides himself on being an independent and objective resource for those who draw upon his expertise. Along with the profession team, he reviews the specific goals of the client, the range of options for reaching those goals, and performs a thorough cost/benefit analysis of each option. Recommended solutions therefore ensure optimal opportunity, performance and success. As needed, Mark and the team conduct periodic reviews and an ongoing efficiency analysis of the plan in place to assure it keeps pace with the changing environment and client circumstances.

For Mark, his work as a Sales Vice President is very personal because of the difference it makes in the lives of the clients with whom he has the honor to work. He has personal experience with estate liquidation, business succession planning, even owning and operating his own business.

Mark also spent many years managing assets for a parent suffering from Alzheimer's disease. As a result, Mark has developed a deep expertise in helping clients plan to protect their family and assets from the threats of chronic illness.

Mark holds a Chartered Life Underwriter® designation, a professional designation granted by the American College indicating advanced training in estate planning and life insurance, as well as adherence to a strict code of ethics. He also holds series 7 and 66 securities licenses, is a graduate of The Small Business Owner's Institute at the University of Hartford's Barney School of Business, and holds a Bachelor of Arts degree in Finance and Business Administration from California State University, Fullerton.

ABOUT HIGHLAND CAPITAL BROKERAGE

Highland Capital Brokerage is committed to partnering with financial advisors and insurance professionals using our core competencies of life insurance, annuities, and long-term care. We distinguish ourselves by providing point-of-sale support, advanced marketing, and creative estate and business planning techniques. We provide these services in an efficient, client-focused environment that extends to carrier and product expertise, underwriting negotiation, and complete back office processing. For more information, visit www.highlandbrokerage.com.

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